

ACQUISITION PLANNING



ACQUISITION PLANNING

A decorative graphic consisting of three curved bands. The top band is a thin, solid gold line. The middle band is a thicker, solid gold line. The bottom band is a thick, solid gold line that is slightly curved and overlaps the middle band.

- **OVERVIEW**
- **REGULATIONS**
- **ACQUISITION PLAN**
- **LIFE CYCLE MANAGEMENT PLAN**

ACQUISITION PLANNING



- **What types of acquisitions require Acquisition Planning?**

Agencies shall perform acquisition planning and conduct market research for all acquisitions in order to promote and provide for --

- Acquisition of commercial items**
- Full and open competition**

FAR 7.102

ACQUISITION PLANNING



- **What is the purpose of Acquisition Planning?**

**Purpose is to ensure that the Gov't
meets its needs in the most
effective, economical, and timely
manner**

FAR 7.102

ACQUISITION PLANNING



- *When* should Acquisition Planning begin?

Acquisition planning should begin as soon as the agency need is identified

ACQUISITION PLANNING



- What *role* does the Contracting Officer and/or buyer play in Acquisition Planning?

The planner (the designated person or office responsible for a written plan) shall coordinate with and secure concurrence of the contracting officer in all acquisition planning

WRITTEN PLANS



- A **written** Acquisition Plan is required for :
 - Development programs \$10M or greater
 - Products or services greater than \$50M for all years or \$25M for one year
 - Programs designated by department or agency
 - DFARS 207.103

AP Contents (FAR 7.105)



- **What are the major sections in an Acquisition Plan?**
 - Milestones at which decisions should be made
 - Acquisition background & objectives
 - Plan of action
- **Address all technical, business, management, and other significant considerations that will control the acquisition**

ACQUISITION PLAN

Acquisition Background and Objectives

8.0 Acquisition Streamlining Objectives

7.0

Risks Trade-Off

5.0 Delivery or Performance

4.0 Capability or Performance

3.0 Cost

2.0 Applicable Conditions

1.0 Program Description

(Statement of Need)

FAR 7.105 & Sups

ACQUISITION PLAN

Plan of Action

8.0 Ktr vs Govt Perf

7.0 Priority, Alloc, & Allot

6.0 Product/Service

Description

5.0 Budgeting & Fundin

4.0 K

Considerations

3.0 SS Procedures

2.0 Competition

1.0 Sources

16.0 - 21.0 etc.

15.0 Gov't.-furnished Inform

14.0 Gov't-furnished Prop

13.0 Logistics Considerat

12.0 Test & Evaluation

11.0 Make or Buy

**10.0 Mgt Information
Rqts**

**9.0 Inherently
Govt Functions**

AP Approvals

- Who approves the Acq Plan?
 - ACAT I and II
 - Do Not Apply
 - ACAT III $\geq \$50M$
 - Senior Center Contracting Officer (SCCO)
 - Not Redelegable

AP Approvals



- Who approves the Acq Plan?
 - ACAT III > \$5.5M to ≤ \$50M
 - Chief of Contracting Office (COCO)
 - Not Redelegable

AP Approvals



- Who approves the Acq Plan?
 - ACAT III > \$100K (SAT) to $\leq 5.5M$
 - One Level Above the CO
 - Not Redelegable

Life Cycle Management Plan (LCMP)



- An integrated document which combines a number of traditional acquisition documents, including the AP, into a single document.
- AFFARS 5307.104-91

LCMP



- **LCMP shall meet the requirements of an acquisition plan as described in FAR.**
- **LCMP Guidance**
 - **AFMC FAR Part 7 Rewrite, 1 Nov 2007**
 - **Acquisition Memo, 3 Mar 2005, Mr. Teets**
 - **Air Force LCMP Guide**
 - **AFI 63-101**

Product Support

Concept Test Approach

Cost/Performance Management

Risk

Management Business Strategy

Program Management

Program Summary

Mission/Requirements

Executive Summary

WRITTEN PLANS



- **When is a Life Cycle Management Plan (LCMP) required?**
 - A LCMP shall be prepared for all ACAT I and II programs
 - ACAT III
 - LCMP at the discretion of MDA; at a minimum an AP is required (AFFARS 5307.104-91)

LCMP Approvals

- Who approves the LCMP?
 - ACAT ID and IAM
- Senior Acquisition Executive (SAE)
 - Requires OSD Approval of the Acquisition Strategy Document (Part of the LCMP)
- Not Redelegable

LCMP Approvals



- Who approves the LCMP?
 - ACAT IC and IAC
 - MDA
 - Redelegable
 - PEO
 - Acquisition Deputy

LCMP Approvals



- Who approves the LCMP?
 - ACAT II
 - MDA
 - Redelegable
 - PEO
 - Acquisition Deputy

LCMP Approvals



- Who approves the LCMP?
 - ACAT III
 - MDA
 - Redelegable
 - PEO
 - Acquisition Deputy

LCMP Approval Summary

- Who approves ACAT I, II, and III LCMPs?
 - ACAT ID and IAM
 - SAE (Not Redelegable)
 - ACAT IC, IAC, II, III
 - MDA (Redelegable)

ACQUISITION PLANNING GUIDES

- **AP Preparation Guide and Template**
 - <https://www.afmc-mil.wpafb.af.mil/HQ-AFMC/PK/pkp/polvault/guides/apg&t.doc>
- **Air Force LCMP Guide**
 - <http://www.safaq.hq.af.mil/contracting/affars/5307/library-5307.html>

Questions?

